



10375 Southern Maryland Boulevard Suite 19B, Dunkirk, MD 20754

May 25, 2017

Adrian Groth, Industrial Specialist
US Small Business Administration
COC Program Office
409 3rd Street, SW
Washington, DC 20416

Reference: Letter Dated May 18, 2017

Opportunity to appeal GSA's Determination of Non-Responsibility regarding your proposal for RFP No. GS-11P-17-YE-D-001 for custodial and related services at the GSA Regional Office building.

Dear Mr. Groth,

TeamJs would like to address the unresponsive note regarding Corporate experience and Key Personnel. In our technical proposal, we included information for both (b) (6), the Regional Operations Manager and (b) (6) for the Site Supervisor. Also, we believe their resumes were inserted in our technical proposal.

David Drake has more than thirty-five (35) years of proven performance management of buildings and complexes with same, similar, or larger scope and complexity as the Regional Office Building. (b) (6), within the past five (5) years, ran the GSA contract out of Columbia, SC as the project manager; that covered Columbia, (three courthouses, one federal building and a garage), the courthouse in Aiken, SC and the courthouse in Florence SC, were a CFM Contract that did the custodial, landscape and operations and maintenance, totaling seven buildings at 1,750,00 sq. feet.

(b) (6) has over thirty years of outstanding and exemplary custodial and janitorial experience leading teams in large buildings and complexes. He has worked with us in the Georgia area managing custodial contracts for both GSA and the commercial sector.

J's Associates, LLC's corporate experience of custodial work is the management of over 900,000 square feet. Our custodial and snow removal contract at the FAA Eastern Complex in Leesburg, VA, alone, covers over 500,000 square feet of cleanable space for a 24/7/365 operation. We are also running concurrently the CB King Court



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House in Albany, GA of approximately 90,000 square feet of cleanable space. The Gainesville Courthouse with over 50,000 square feet of cleanable space. We also have the USCG base sector Key West cleaning for over 50,000 square feet. We have a contract of four buildings in Massachusetts and are responsible for the cleaning for two of the Federal Courthouses, one in Worcester, MA and one in Pittsfield, MA, totaling 215,000 square feet. Additionally, we manage the Custodial and Landscape contract in Wellesley Island, New York at the Customs Border Station, for Department of Homeland Security. This is also 24/7/365 operational facility, with a highly visible client.

The Courthouse custodial work is unlike other work and the client is unlike any other. If we can keep upwards of 20 Judges happy we are confident that we can keep the clientele happy at the Regional Office Building (ROB). We are very aware of how important the ROB building is, having managed the facility during the recent Inauguration of our new President. We realize the staffing that is in this building and the multitude of SES's and GS15's, that work there. We are also fortunate enough to have the Operations and Maintenance contract for ROB, which will aid our ability to handle this site. We know this building like no other. We care about this building and our reputation there is important to us.

TeamJs knows the requirements to make this contract work; we have a great working relationship with each other and our clients. During the recent flood at ROB we handled things extremely well, coordinating the clean up during our operation of the facility. Not only did we manage the clean up and prep work for the renovation of the spaces we also saved GSA tens of thousands of dollars. Our goal is to make sure the customer doesn't have to ask for help, we are there to have it done.